

# Summary of 7(a) Loan Approvals by # of Loans Buffalo/Rochester Combined Fiscal Year 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	273	46,192,100
FIVE STAR BANK	127	17,053,500
FIRST NIAGARA BANK NATL ASSOC	68	11,007,300
EVANS BANK NATL ASSOC	57	11,092,300
HSBC BK USA NATL ASSOC	52	5,315,700
KEYBANK NATIONAL ASSOCIATION	44	6,097,200
CANANDAIGUA NATL BK & TR CO	25	2,981,900
THE BANK OF CASTILE	23	4,797,900
RBS CITIZENS NATL ASSOC	23	1,500,000
THE LYONS NATIONAL BANK	19	4,333,500
GENESEE REGIONAL BANK	17	3,515,700
JPMORGAN CHASE BANK NATL ASSOC	14	3,222,000
NEW YORK BUS. DEVEL CORP	12	3,355,000
STEUBEN TRUST CO	12	1,951,000
USNY BANK	6	2,060,000
COMMUNITY BANK NATL ASSOC	6	829,500
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
NORTHWEST SAVINGS BANK	3	2,375,000
CORNING FCU	3	1,280,000
RELIANT COMMUNITY FCU	3	133,600
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
LIVE OAK BANKING COMPANY	1	1,375,000
CAPITALSOURCE BANK	1	1,053,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
REGIONS BANK	1	231,800
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
ESL FCU	1	65,000
BANK OF AMERICA NATL ASSOC	1	25,000
<b>Grand Total</b>	<b>804</b>	<b>\$136,191,200</b>

# Summary of 7(a) Loan Approvals by \$ Volume Buffalo/Rochester Combined Fiscal Year 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	273	46,192,100
FIVE STAR BANK	127	17,053,500
EVANS BANK NATL ASSOC	57	11,092,300
FIRST NIAGARA BANK NATL ASSOC	68	11,007,300
KEYBANK NATIONAL ASSOCIATION	44	6,097,200
HSBC BK USA NATL ASSOC	52	5,315,700
THE BANK OF CASTILE	23	4,797,900
THE LYONS NATIONAL BANK	19	4,333,500
GENESEE REGIONAL BANK	17	3,515,700
NEW YORK BUS. DEVEL CORP	12	3,355,000
JPMORGAN CHASE BANK NATL ASSOC	14	3,222,000
CANANDAIGUA NATL BK & TR CO	25	2,981,900
NORTHWEST SAVINGS BANK	3	2,375,000
USNY BANK	6	2,060,000
STEUBEN TRUST CO	12	1,951,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
RBS CITIZENS NATL ASSOC	23	1,500,000
LIVE OAK BANKING COMPANY	1	1,375,000
CORNING FCU	3	1,280,000
CAPITALSOURCE BANK	1	1,053,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
COMMUNITY BANK NATL ASSOC	6	829,500
THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
REGIONS BANK	1	231,800
CNB BANK	1	206,200
RELIANT COMMUNITY FCU	3	133,600
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
ESL FCU	1	65,000
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
BANK OF AMERICA NATL ASSOC	1	25,000
<b>Grand Total</b>	<b>804</b>	<b>\$136,191,200</b>

# Summary of 504 Third Party Loans

## Buffalo/Rochester Combined

### Fiscal Year 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	18	11,300,300
CANANDAIGUA NATL BK & TR CO	7	3,264,250
FIRST NIAGARA BANK NATL ASSOC	6	6,828,450
GENESEE REGIONAL BANK	5	1,657,500
THE BANK OF CASTILE	5	1,291,175
NORTHWEST SAVINGS BANK	4	3,633,050
FIVE STAR BANK	3	6,900,000
JPMORGAN CHASE BANK NATL ASSOC	2	534,250
HSBC BK USA NATL ASSOC	1	800,000
NEW YORK BUS. DEVEL CORP	1	283,500
KEYBANK NATIONAL ASSOCIATION	1	262,500
LAKE SHORE SAVINGS BANK	1	135,000
COMMUNITY BANK NATL ASSOC	1	132,500
RELIANT COMMUNITY FCU	1	131,250
ESL FCU	1	120,000
EVANS BANK NATL ASSOC	1	100,000
<b>Grand Total</b>	<b>58</b>	<b>\$37,373,725</b>

Summary of 504 Loan Approvals  
Buffalo/Rochester Combined  
Fiscal Year 2011

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	28	19,989,000
MONROE CNTY INDUST DEVEL CORP	24	8,059,000
ROCHESTER ECONOMIC DEVEL CORP	5	1,191,000
GREATER SYRACUSE BUS. DEVEL CO	1	188,000
Grand Total	58	\$29,427,000

# Summary of Loans to Veteran Owned Businesses

## Buffalo/Rochester Combined

### Fiscal Year 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
FIVE STAR BANK	12	667,000
MANUFACTURERS & TRADERS TR CO	11	1,840,000
FIRST NIAGARA BANK NATL ASSOC	5	410,000
THE BANK OF CASTILE	4	2,250,000
NEW YORK BUS. DEVEL CORP	3	964,400
RBS CITIZENS NATL ASSOC	3	180,000
MONROE CNTY INDUST DEVEL CORP	2	333,000
COMMUNITY BANK NATL ASSOC	2	141,500
KEYBANK NATIONAL ASSOCIATION	1	425,000
USNY BANK	1	225,000
HSBC BK USA NATL ASSOC	1	158,000
OCEANSIDE CHRISTOPHER FCU	1	130,000
GENESEE REGIONAL BANK	1	85,700
CANANDAIGUA NATL BK & TR CO	1	85,000
BANK OF AKRON	1	83,000
THE LYONS NATIONAL BANK	1	81,200
<b>Grand Total</b>	<b>50</b>	<b>\$8,058,800</b>

Summary of Loans to Exporters  
Buffalo/Rochester Combined  
Fiscal Year 2011

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	4	485,000
THE BANK OF CASTILE	2	198,400
RBS CITIZENS NATL ASSOC	1	50,000
KEYBANK NATIONAL ASSOCIATION	1	50,000
HSBC BK USA NATL ASSOC	1	25,000
Grand Total	9	\$808,400